

Message Text

UNCLASSIFIED

PAGE 01 MARACA 00049 082054Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----038616 090107Z /70

R 081930Z AUG 77
FM AMCONSUL MARACAIBO
TO USDOC WASHDC
INFO SECSTATE WASHDC 282
AMEMBASSY CARACAS

UNCLAS MARACAIBO 0049

3.O. 11652: N/A
TAGS: BENC, VE
SUBJ: MAJOR PROJECTS: CEMENT PLANT

REF: CARACAS 7491

1. ESTEBAN PINEDA, DIRECTOR OF LOCAL NEWSPAPER "PANORAMA" AND ONE OF THE PRINCIPALS IN 'CEMENTOS CATATUMBO,' TOLD THE PRINCIPAL OFFICER AUGUST 2 THAT THE CONTRACT FOR THE PLANT HAD BEEN GIVEN TO FRENCH AND AUSTRIAN CONTRACTORS. PINERA SAID THAT HE WOULD HAVE PREFERRED U.S. EQUIPMENT BUT THE EUROPEAN OFFER WAS ACCEPTED BECAUSE:

A.. U.S. FIRMS WERE NOT AS AGGRESSIVE AS THEIR EUROPEAN COMPETITORS.

B.. MORE IMPORTANTLY, EX-IM BANK WOULD NOT OFFER FINANCING TERMS THAT WERE NEARLY AS FAVORABLE AS THE EUROPEAN OFFER.

2. PINEDA ALSO WORKS AS A CONSULTANT AND ADVISOR TO CORPOZULIA. A CONTRACT FOR METALIC STRUCTURES, MAINLY BUILDINGS, WOULD MOST LIKELY GO TO FRENCH AND AUSTRIAN SUPPLIERS. U.S. COMPANIES ARE OUT OF THE RUNNING AT THIS POINT.

3. PINEDA SAID THAT U.S. COMPANIES SHOULD BE MORE AGGRESSIVE
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IN SEEKING CORPOZULIA BUSINESS. CORPOZULIA IS VERY INTERESTED IN SEEING WHAT IT INTENDS TO BUY BEFORE ORDERING. HE STRONGLY ENDORSED THE AMBASSADOR'S RECENT SUGGESTION TO FERNANDO CHUMACEIRO OF A VISIT BY CORPOZULIA OFFICIALS TO THE U.S. TO SEE COAL MINING EQUIPMENT
M EQUALLY IMPORTANT, U.S. COMPANIES SHOULD SEND REPRESENTATIVES TO VENEZUELA AS OFTEN AS POSSIBLE TO MAIN-

TAIN CONTACT WITH CORPOZULIA OFFICIALS.
DRISCOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 08-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770285-0598
Format: TEL
From: MARACAIBO
Handling Restrictions: n/a
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Litigation Codes:
Litigation History:
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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SAS ID: 1675971
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS: CEMENT PLANT
TAGS: BENC, VE
To: COM
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